

AN INTRODUCTION TO MBO PARTNERS FOR CLIENTS



WHO IS MBO PARTNERS?

For over 25 years, MBO Partners has made it easier for independent consultants and their clients to work together. Through MBO, professional independent contractors and consultants (ICs) can enjoy the freedom and flexibility of an independent career while a trusted partner manages their entire business infrastructure. MBO focuses on serving its ICs, so our ICs can focus on serving their clients.

MBO does not recruit or match ICs with projects. It simply streamlines the relationship between ICs and clients so that both sides can work in a safer and more productive environment.

RELATIONSHIP AMONG THE PARTIES

When an IC works through MBO, it typically establishes two contractual relationships: an employment relationship between MBO and the IC, and a services relationship between MBO and the client. The IC does the work, while MBO is the employer of record. MBO sends invoices on the IC's behalf and collects payments from the clients. While MBO does not qualify the IC's skills and is not responsible for the project (the working relationship is between the client and the IC), it covers the IC under its General Liability and Errors & Omissions insurances.

MBO is considered a preferred vendor and has Master Services Agreements (MSAs) with some of the world's largest and most prominent clients. (See select list of clients below.)

ADVANTAGES TO THE ICs

ICs working through MBO combine the empowerment of independent consulting with the convenience of a large enterprise. MBO enables ICs to focus on their clients by handling their back-office busywork, withholding taxes, and managing business expenses. It provides peace of mind through business insurance coverage and access to group medical, dental, life, and retirement plans.

In addition, ICs working through MBO have unlimited access to a dedicated Business Manager and can track every detail of their finances through an industry-leading online application.

ADVANTAGES TO CLIENT ORGANIZATIONS

MBO helps businesses overcome the obstacles of engaging and managing a contract workforce. It eliminates IC misclassification risk by engaging potentially at-risk ICs as reclassification-safe W-2 employees. It even ensures that anyone working for an IC is either compliant or engaged as a W-2 employee.

Its business insurance coverage also minimizes the risk of day-to-day liabilities. And because its services are widely embraced by even high-billing ICs, it drives better program adoption and helps clients gain improved visibility into their overall IC spend.

MBO also adds convenience. Its program features flexible invoice consolidation to reduce clients' transaction processing overhead. Its on-boarding process is unobtrusive and fully customizable to specific client requirements. Its also offers convenient email-based time and expense approval to expedite payments and instant-access, up-to-the-minute reporting on your ICs' financial activity.

NEXT STEPS

If you're ready to engage an IC who works through MBO, simply give your name and contact information to the IC and s/he will relay it to MBO. An MBO representative will contact you to establish the MSA and begin the IC's assignment on-boarding. If you have any questions, please call us directly at (703) 793-6000 and ask for the Executive Services Group.

SELECTED ENTERPRISE CLIENTS

